

Message Text

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PAGE 01 KUWAIT 05158 120915Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 COME-00 PM-05 NSC-05 SP-02
SS-15 DODE-00 CIAE-00 INR-07 NSAE-00 ACDA-07
TRSE-00 OMB-01 AID-05 /066 W
-----056402 121300Z /45

R 120835Z SEP 77
FM AMEMBASSY KUWAIT
TO SECSTATE WASHDC 8966
AMEMBASSY AMMAN
AMEMBASSY JIDDA
AMEMBASSY MANAMA
AMEMBASSY TEHRAN

LIMITED OFFICIAL USE KUWAIT 5158

E.O. 11652: N/A
TAGS: MASS, KU
SUBJECT: KUWAIT TO SOLICIT BIDS FOR AIR FORCE BASE SUPPORT
SERVICES: NORTHROP INTEREST

1. A SEVEN-MAN TEAM FROM NORTHROP CORP. IS CURRENTLY IN KUWAIT TO CONDUCT A SURVEY OF THE TWO NEWLY CONSTRUCTED KUWAIT AIR FORCE BASES PREPARATORY TO SUBMITTING A BID TO THE GOK TO PROVIDE SUPPORT SERVICES FOR THESE BASES OVER A TWO YEAR PERIOD. NORTHROP TEAM, HEADED BY THE CORPORATION'S DIRECTOR OF MARKETING IN THE MIDDLE EAST (OPERATING FROM AMMAN), GEORGE T. STERLING, TOLD AMBASSADOR THAT THE GOK IS EXPECTED TO SOLICIT BIDS IN ABOUT TWO WEEKS, THAT BRITISH AND FRENCH BIDS ARE EXPECTED ALSO, AND THAT NORTHROP'S BID FOR SERVICES PROBABLY WILL BE IN THE \$15 TO 20 MILLION PER ANNUM RANGE. STERLING ASSERTED THAT NORTHROP HAS EXPERIENCE IN THIS FIELD FROM SIMILAR OPERATIONS IN IRAN AND SAUDIA ARABIA AS WELL AS IN THE US.

2. NORTHROP APPARENTLY INTENDS TO OFFER COMPLETE
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LOGISTICS AND SUPPLY SERVICES NECESSARY TO SUPPORT THE BASES AND THEIR AIRCRAFT, INCLUDING REFUELING, SAFETY, RECREATION, TRANSPORTATION, ETC. NORTHROP REPS MADE IT CLEAR THAT THEY CONSIDER THIS OPPORTUNITY FOR GETTING THE CAMEL INTO THE KUWAITI TENT.

3. INFORMATION PROVIDED ABOVE SHOULD BE TREATED AS

PROPRIETARY.
MAESTRONE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIR FORCE, MILITARY BASES, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Sent Date: 12-Sep-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977KUWAIT05158
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770329-0907
Format: TEL
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770975/aaaaclo.tel
Line Count: 64
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 880f8648-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 04-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1310620
Secure: OPEN
Status: NATIVE
Subject: KUWAIT TO SOLICIT BIDS FOR AIR FORCE BASE SUPPORT SERVICES: NORTHROP INTEREST
TAGS: MASS, KU
To: STATE AMMAN
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/880f8648-c288-dd11-92da-001cc4696bcc
Review Markings:
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